

Local Performance 1998

	Budget 98
<input type="checkbox"/> Local Performance Budget:	\$28,000
<input type="checkbox"/> Additional from Salem:	\$ 7,000
	<u>\$35,000</u>
<input type="checkbox"/> Allowance for Tax to be grossed up	x 28%
<input type="checkbox"/> Total award amount to be awarded	\$25,200
<input type="checkbox"/> Total needed to fund Region Performance Plan	<u>\$ 5,500</u>
	<u><u>\$ 19,700</u></u>
<input type="checkbox"/> <u>NY Chain</u> / 3 managers	3 @ \$200= \$ 600
<u>NJ Chain</u> / 2 managers	2 @ \$200= \$ 400
<u>ROU</u> / 4 coordinators & 1 manager	5 @ \$200= \$ 1,000
<u>J.City</u> n/a	
<u>Yonkers</u> 1 ELM	1 @ \$200= \$ 200
<u>Nassau</u> 1 ELM	1 @ \$200= \$ 200
<u>Manhattan</u> n/a	
<u>Brooklyn</u> n/a	
<u>N.Jersey</u> 1 ELM	1 @ \$200= \$ 200
<u>Queens</u> 1 ELM	1 @ \$200= \$ 200
<u>Region</u> 11 mgrs / 1 Sec.	12 @ \$200= \$ 2,400
	<u><u>\$ 5,200</u></u>

Total budget to be used for OTS awards \$ 14,500

Total awards to be allocated to Mgrs: \$50 awards to 290 awards

Division	SR/TR/RR	\$50 awards
<u>NY Chain</u>	(4 mgrs)	9
<u>NJ Chain</u>	(3 mgrs)	7
<u>J.Guaneri</u>		4
<u>J. City</u>	Division	9
<u>Yonkers</u>	Sales	9
	Retail	10
<u>Nassau</u>	Sales	8
	Retail	11
<u>Manhattan</u>	Sales	11
<u>Brooklyn</u>	Sales	10
<u>N. Jersey</u>	Sales	8
	Retail	10
<u>Queens</u>	Sales	12
	Retail	11

109 290 On the spot awards

Note: RSM/RBM/ROM will give OTS awards above this budget / incremental to cover going under budget.

New York Metro / 1998 Local Performance Budget

<u>Division</u>	<u>\$ for Mgrs / Coord.</u>	<u># of OTS Awards</u>	
		<u>ales Div.</u>	<u>etail Div.</u>
<i>Jersey City</i>	no ELM's	22	n/a
<i>Yonkers</i>	\$200	22	25
<i>Nassau</i>	\$200	20	27
<i>Manhattan</i>	no ELM's	27	n/a
<i>Brooklyn</i>	no ELM's	25	n/a
<i>North Jersey</i>	\$200	20	25
<i>Queens</i>	\$200	30	27
 <i>ROU</i>	 \$1,000	 4 for Guaneri to use	
<i>NY Chain</i>	\$600	9 for Kam/Am's to use	
<i>NJ Chain</i>	\$400	7 for Kam/Am's to use	

Total "On the Spot" Awards:

290

Individual awards

51842 4265

Local Performance 98
Budget worksheet